

R.J. Reynolds Tobacco International, Inc.

John R.H. Dyson
Senior Area Manager
Latin America North

RJRVIA FAX

September 16, 1993

Mr. Bryan Harms
IDF
Aruba

Good morning Bryan:

Confirming our conversation of yesterday afternoon, the following will be the agreed price structure to move the 1200 cases of existing stocks of CAMEL and WINSTON. (Could you please advise me of exact quantities).

For the sake of simplicity, we'll equalize the price on the two brands, and credit you for \$47.00 per case on CAMEL and \$37.00 per case on WINSTON to enable the structure to be the same for both, as follows:

F.O.B (USA)	193.00
Freight to Aruba	4.00
C.I.F.	197.00
Handling/Collection	2.30
Taxes	2.50
F.O.B. Aruba	201.80
*Freight to Maicao	3.30
Landed Cost Maicao	205.10
Profit	14.90
Selling Price in Maicao	220.00 (pesos 175000 at \$1.00 = pesos 795)

*Based on 2600 pesos at exchange rate 795.

With regards to DORAL EXTRA SUAVE let's stick to what we agreed on August 19th which was for the landed cost for the 637 cases in Maicao to be \$78.40. This means that I need to credit that stock down to an invoice price from us to you of \$65.00 (from \$72.50).

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Can you please identify which invoice (or invoices) this stock refers to so that I can make the adjustment?

In fact what I really need is a list of all the DORAL family you have in Aruba, by invoice number - sorry to be a pain.

YSL: If you want to order a 20' container (approx. 420 cases) I will process rapidly. The price will be \$21.00/M F.A.S.

Finally, I would really like to get a fix on what Nelson has sold out since the beginning of August.

Give me a call if you can.

Regards,



John Dizon

JD:cet

P.S. I couldn't contact Manrique yesterday. If you can get in touch, could you ask him to fax me his inventory of DORAL?